



# News from the Frontier of Innovation

December 2001

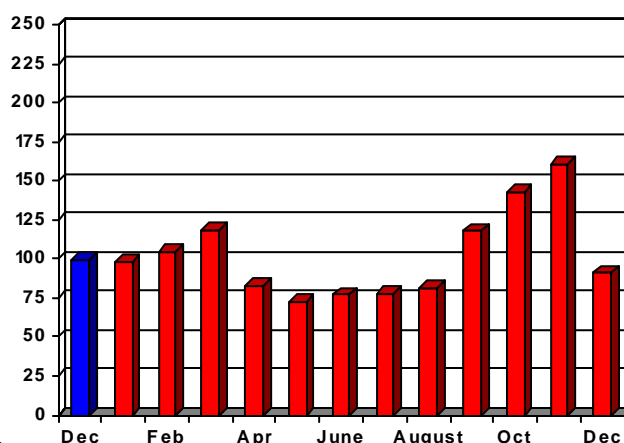
Monthly Activity Report from the Loudoun County Department of Economic Development  
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## New Prospect Activity:

Prospect activity for the month of December:

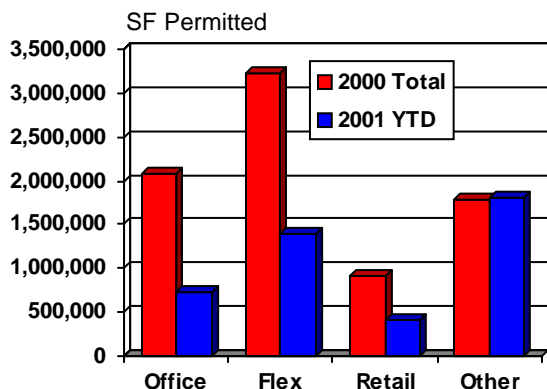
- @ Responded to 23 Requests for General Information
- @ Sent Out 18 Marketing Packages
- @ Delivered 6 Proposals and Presentations
- @ Worked with 4 New and 38 On-Going Prospects
- @ Conducted 2 Tours

Total Prospect Activity  
December 2000 - December 2001



## Construction Activity

Nonresidential Construction  
2000 Total and 2001 January - November



So far in 2001, Loudoun County has permitted 4,341,175 square feet of nonresidential construction. The value of this month's new buildings (\$7,615,000) and alterations (\$1,156,627) is over \$8 million.

- Office - 0 SF in November (149,500 SF in October)
- Flex/Industrial - 13,760 SF in November (105,128 SF in October)
- Retail - 62,042 SF in November (38,417 SF in October)
- Other - 86,069 SF in November (20,620 SF in October)
- Taxable - 135,071 SF in November (294,269 SF in October)
- Route 28 - 56,406 SF in November (116,358 SF in October)

## Announcements:

### New Business

**The Artisan Baker** (website in development) opened December 8 in 2,800 square feet of space on Loudoun Street in Old Town Leesburg. This new Loudoun business has one full-time baker in addition to two owners, and specializes in European pastries, breads, and other baked goods. The Artisan Baker is open from 7am to 6pm seven days a week.

**bLiquid.com** ([www.bliquid.com](http://www.bliquid.com)) has leased 1,000 square feet at Merritt V at Loudoun Tech Center in Sterling. While bLiquid specializes in backhoes and forklifts, the company allows users to buy and sell all varieties of construction and industrial equipment online, then obtain full service assistance with financing, shipping, inspecting, and insuring purchases from bLiquid's staff of six.

**Devonshire Imaging** (no website) has relocated from Reston into 10,064 square feet of space at Northpointe 10 in Dulles. Devonshire specializes in commercial printing, and the new Loudoun office

employs 15 people.

**Independent Project Analysis, IPA** ([www.ipaglobal.com](http://www.ipaglobal.com)) moved its 14-year old business from Reston to 37,000 square feet of space at the new Ashbrook Business Park December 17. IPA has 120 employees in four countries specializing in project evaluation and project system benchmarking, and IPA has become an industry leader in quantitative analysis of project management systems for oil and chemical companies. The company headquarters in Ashburn employs approximately 85.

### Existing Business

**Hyperchip** ([www.hyperchip.com](http://www.hyperchip.com)), which had been subletting Loudoun office space since it arrived last summer, has leased 12,000 square feet of permanent space at the Orbcomm complex at 21819 Atlantic Boulevard. Hyperchip, based in Montreal, manufactures high performance carrier class switches and routers. The company's existing 28 employees work in 7,500 square feet of space, while a second 4,500 square foot phase of construction to be finished in late January will allow for sales and customer space.

## Noteworthy:

The **George Washington University Virginia Campus** has been the site of significant recent activity:

**Executive Dean Irwin Price** stepped down at the end of the December to accept a position as chancellor at Embry-Riddle University in Daytona Beach, Florida. To celebrate Dr. Price's new southern home near the site of the Daytona 500, the EDC Education Committee presented him with a gift basket of NASCAR-related items at its last committee meeting in December. Then, on December 3, DED Director Larry Rosenstrauch spoke at the 10-year anniversary celebration of the GWU Virginia Campus in Ashburn. Larry thanked Irwin for his contributions to the community on behalf of the Loudoun County Board of Supervisors, and presented him with a book on Loudoun and a gift basket.

The GWU Virginia Campus **10 year anniversary** celebration then proceeded with special presentations, demonstrations, and the unveiling of three new research labs; America Online's Home of the 21st Century, in partnership with AOL; the George Washington Driving Simulator Laboratory, in partnership with the Federal Highway Administration and General Motors; and the George Washington Earthquake Safety Lab, in partnership with the National Science Foundation.

GWU President Stephen J. Trachtenberg then announced the appointment of **John S. Wilson** to replace Irwin Price as executive dean of the Virginia Campus. Prior to coming to GWU, Wilson was MIT's director of foundations and assistant provost. Among Wilson's first goals for the Virginia Campus are to strengthen the school's information technology and telecommunications research programs, and to work to make GWU the "collaborative research university for this region and beyond."

GWU also recently placed the winning bid for the **PSiNet building** and surrounding acreage at University Center. PSiNet filed for protection under Chapter 11 of the U.S. Bankruptcy Code in the U.S. Bankruptcy Court June 1, and the auctioning of the headquarters property is the latest in a series of company assets to be sold. The university's plans for the property have not been released.

In order to implement a countywide zoning district remapping consistent with the policies of the revised Comprehensive Plan, the Loudoun County Board of Supervisors approved the awarding of a \$296,348 consulting contract to **Clarion Associates** of Chapel Hill, North Carolina December 17. The company will be responsible for creating and reviewing amendments necessary to address the Plan, as well as those dealing with rural economy policies, overlay districts, design guidelines, and other issues.

DED's Lou Nichols joined the **Board of Supervisors from both Prince William and Loudoun Counties** for a joint meeting in Manassas December 19. The joint session was the first of what is expected to be a series of meetings for the two groups to address common concerns. The December meeting included an overview of the Loudoun County Comprehensive Plan by Planning Director Julie Pastor and a briefing on Virginia State finances, followed by a question and answer period. The groups also held a discussion on transportation and rural issues affecting both counties, including traffic along the Route 15 Corridor, the Prince William County "Rural Crescent" area, and Loudoun's plan to help stimulate agricultural niche industries.